



Unilever Pakistan Foods Limited  
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March 06, 2014

The Secretary  
 Karachi Stock Exchange Limited  
 Karachi.

By Hand & Fax  
 111 573 329

The Secretary  
 Lahore Stock Exchange Limited  
 Lahore.

By Courier & Fax  
 042 3636 8485

Dear Sirs,

**UNILEVER PAKISTAN FOODS LIMITED**  
**Financial Results for the year ended December 31, 2013**

At its meeting held on March 05, 2014 at 14:30 Hrs at Karachi, our Board of Directors approved the Audited Financial Results of the Company for the year ended December 31, 2013.

In 2013 the Company delivered EPS growth of 38%, despite a challenging and competitive environment. Sales grew by 19% half of which was from volumes. Gross margin improved by 372bps.

	2013	2012
	(Rupees in thousands)	
		( Re-stated )
Sales	6,958,846	5,861,096
<u>Less: Cost of Sales</u>	<u>(4,051,302)</u>	<u>(3,630,636)</u>
<b>Gross Profit</b>	<b>2,907,544</b>	<b>2,230,460</b>
<u>Less: Distribution, Admin &amp; Other Operating expenses</u>	<u>(1,507,195)</u>	<u>(1,224,039)</u>
<u>Add: Other Operating Income</u>	<u>72,549</u>	<u>73,820</u>
<b>Profit from Operations</b>	<b>1,472,898</b>	<b>1,080,241</b>
<u>Less: Finance Cost</u>	<u>(9,043)</u>	<u>(8,066)</u>
<b>Profit before Taxation</b>	<b>1,463,855</b>	<b>1,072,175</b>
<u>Less: Taxation</u>	<u>(459,100)</u>	<u>(343,194)</u>
<u>(Less)/add: Other comprehensive income</u>	<u>(1,175)</u>	<u>898</u>
<b>Total Comprehensive income</b>	<b><u>1,003,580</u></b>	<b><u>729,879</u></b>
<b>EPS-basic (Rupees)</b>	<b><u>163.17</u></b>	<b><u>118.39</u></b>